

## Message Text

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15

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAAUNAU

APPROVED BY EB/OCA/CM/LKLIEFORTH

COM/BIC/CAGNE/PHALE

COM/BIC/CAGNE/LJENSEN

COM/BDC/JLIEN (SUB)

STATE/NEA/ARN/SESCODERO

----- 015013

R 240137Z DEC 75

FM SECSTATE WASHDC

TO AMEMBASSY RABAT

UNCLAS STATE 302129

E.O. 11652: N/A

TAGS:BEXP, MO

SUBJECT:CASABLANCA POST OFFICE

REF: A) WRIGHT'S TELCON WITH JENSEN, 12/19/75

--- B) KEIFFER (E-SYSTEMS) LETTER TO WRIGHT, 11/26/75

-- C) WRIGHT LETTER TO JENSEN, 11/19/75

-- D) MIEGEL CABLE TO ESSAKALLI, 10/10/75 (COPY TO TIMMINS)

1. FOLLOWING JENSEN REPORT OF CONVERSATION WITH WRIGHT (REF A), LOUSTAUNAU CONTACTED BILL MIEGEL, E-SYSTEMS, TO ATTEMPT TO GET CLARIFICATION OF PROBLEM. THERE APPEARS TO BE TOTAL MISUNDERSTANDING BETWEEN E-SYSTEMS AND EMBASSY AND PTT. E-SYSTEMS IS RECEIVING CONFLICTING MESSAGES ON PTT REQUIREMENTS AND EXTENT TO WHICH PTT WISHES TO TECHNICALLY GO BEYOND ORIGINAL SPECIFICATIONS. PTT AND EMBASSY ON OTHER HAND APPEAR TO HAVE MISINFORMATION ON E-SYSTEMS CAPABILITIES.

2. MIEGEL IS ASKING WARREN AUSTIN, E-SYSTEMS' MAN IN BRUSSELS, TO VISIT EMBASSY AND PTT IN RABAT TO DISCUSS  
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PROBLEM AND HOPEFULLY REACH UNDERSTANDING. IN MEANTIME,

PERHAPS FOLLOWING POINTS DISCUSSED IN LOUSTAUNAU/MIEGEL  
TELCOM WILL BEGIN TO CLEAR AIR FOR EMBASSY.

3. FOLLOWING HIS DISCUSSIONS WITH ESSAKALLI IN RABAT, MIEGEL AGREED TO REVIEW ORIGINAL SPECIFICATIONS FOR PROJECT ON HIS RETURN TO U.S. AFTER DOING SO, HE CABLED ESSAKALLI FOR FURTHER INFO (REF D). IN THAT MESSAGE HE GAVE BALL PARK FIGURE FOR PROJECT (10 MILLION DOLLARS) AND STATED CONDITIONS UNDER WHICH E-SYSTEMS WOULD HAVE TO DECLINE TO PROPOSE. CONDITIONS WERE: NONAVAILABILITY OF NEEDED INFO AND DISINTEREST ON PART OF PTT IN MODERN SYSTEM OF BAGH-E-SHAH TYPE. ACCORDING TO MIEGEL, LETTER FROM WRIGHT TO E-SYSTEMS INCLUDED ENGLISH TRANSLATION OF PTT'S RESPONSE TO CABLE. RESPONSE INDICATED PTT DID NOT PLAN TO PUT IN ZIP CODE, WHICH IS REQUIRED FOR E-SYSTEMS' EQUIPMENT TO WORK. COMPANY THEREFORE DECLINED TO BID (REF B).

4. MIEGEL SEEMED TO AGREE THAT DIRECT CONTACT WITH PTT ON PART OF E-SYSTEMS IS DESIRABLE. AUSTIN'S VISIT WILL REMEDY THIS LACK. DISCUSSIONS WILL ALSO HOPEFULLY CLARIFY WHETHER MOROCCANS IN FACT ARE WILLING TO CONSIDER MODERN SYSTEM AS INDICATED IN WRIGHT/JENSEN TELCON. IF THAT IS WHAT THEY WANT, THEY WOULD HAVE TO MAKE COMMITMENT TO ZIP CODE CONTRARY TO EARLIER GOM RESPONSE TO E-SYSTEMS CABLE.

5. THIS OPPORTUNITY WAS ADVERTISED BY USDOC IN USUAL MANNER AND WAS NOT PICKED UP BY MANUFACTURERS OF TYPE OF EQUIPMENT MOROCCANS SPECIFIED. IN ADDITION, FMC AND ROHR, E-SYSTEMS COMPETITORS, WERE CALLED DIRECTLY AND, AFTER REVIEWING SPECS, DECLINED TO BID. ACCORDING TO MIEGEL, SPECIFIED EQUIPMENT IS CONVEYOR TYPE DESIGNED ONLY TO MOVE MAIL BAGS AND IS PRODUCED PRIMARILY BY MATERIALS HANDLING EQUIPMENT MANUFACTURERS. E-SYSTEMS MANUFACTURES COMPUTERIZED SYSTEMS WHICH PROCESS MAIL AS WELL AS MOVE

IT AROUND POST OFFICE BUILDING. IF AUSTIN'S DISCUSSIONS IN RABAT END WITH COMPANY MAKING FINAL DECISION NOT TO BID, USDOC CAN MAKE ANOTHER EFFORT TO BRING OPPORTUNITY TO UNCLASSIFIED

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ATTENTION OF MANUFACTURERS OF SPECIFIED EQUIPMENT IF MOROCCANS WISH US TO DO SO. USDOC EXPERIENCE INDICATES, HOWEVER, THAT U.S. MANUFACTURERS CANNOT BID COMPETITIVELY ON THIS TYPE EQUIPMENT. KISSINGER

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